

CDFA - DAIRY MARKETING BRANCH
FEEDBACK - Quarter 3, 2014
North Coast Conventional

Dairy ID Number	Averages		1	2	3	4	5
	NC Average	Conventional					
Feed Costs							
a. Dry Roughage	\$70.31	\$78.17	\$80.11	\$159.02	\$46.43	\$58.31	\$48.73
b. Wet Feed & Wet Roughage	\$21.78	\$12.52	\$21.62	\$0.00	\$0.00	\$18.40	\$27.12
c. Concentrates	\$96.55	\$74.66	\$101.11	\$95.04	\$76.66	\$43.30	\$64.67
d. Minerals & Supplements	\$2.51	\$1.41	\$3.68	\$0.00	\$1.38	\$1.44	\$0.00
e. Pasture	\$49.99	\$43.96	\$0.00	\$0.00	\$52.00	\$63.46	\$125.03
Total Feed Costs	\$241.14	\$210.72	\$206.52	\$254.06	\$176.46	\$184.90	\$265.54
Total Feed Costs (\$/cwt)	\$17.52	\$13.78	\$14.12	\$14.38	\$11.98	\$15.60	\$12.68
Total Hired Labor	\$39.06	\$36.56	\$44.43	\$44.48	\$35.07	\$29.37	\$29.86
Total Hired Labor Costs (\$/cwt)	\$2.84	\$2.39	\$3.04	\$2.52	\$2.38	\$2.48	\$1.43
Total Herd Replacement	\$21.39	\$22.36	\$28.12	\$23.25	\$23.72	\$19.12	\$16.40
Total Replacement Costs (\$/cwt)	\$1.55	\$1.46	\$1.92	\$1.32	\$1.61	\$1.61	\$0.78
Total Operating Costs	\$47.24	\$52.13	\$68.97	\$65.02	\$40.63	\$47.90	\$35.09
Total Operating Costs (\$/cwt)	\$3.43	\$3.41	\$4.72	\$3.68	\$2.76	\$4.04	\$1.68
Total Milk Marketing Costs	\$5.38	\$7.98	\$3.23	\$12.92	\$8.03	\$6.22	\$11.44
Total Milk Marketing Costs (\$/cwt)	\$0.39	\$0.52	\$0.22	\$0.73	\$0.55	\$0.52	\$0.55
Total Cost (\$/Cow/Month)	\$354.21	\$329.74	\$351.28	\$399.73	\$283.92	\$287.51	\$358.33
Total Cost (\$/cwt)	\$25.74	\$21.56	\$24.02	\$22.63	\$19.28	\$24.25	\$17.11
Milk Production Data							
a. Milk Sold/Total Cow/Month/ (cwt)	13.76	15.29	14.63	17.67	14.73	11.86	20.94
b. Lbs Milk Sold/milk cow/day	52.27	57.80	54.28	67.06	56.17	44.30	81.68
c. Gross Milk Receipts (\$/cwt)	\$25.65	\$23.12	\$23.14	\$23.61	\$24.26	\$21.78	\$22.64
d. Mailbox Price (\$/cwt)	\$27.79	\$23.14	\$22.91	\$23.21	\$24.37	\$22.33	\$22.77
f. Income Over Feed Cost (\$/cwt)	\$10.27	\$9.36	\$8.79	\$8.83	\$12.39	\$6.74	\$10.09
g. Fat Test %	3.78%	3.69%	3.80%	3.65%	3.82%	3.70%	3.46%
h. SNF Test %	8.74%	8.73%	8.80%	8.86%	8.96%	8.60%	8.38%
Related Data							
a. Percent Dry Cows	14%	14%	12%	14%	14%	13%	16%
b. Yearly Cull Rate	29%	30%	29%	27%	29%	27%	46%
c. Misc. Income \$/cwt. (Drop Bull Calf)	\$0.72	\$0.74	\$1.03	\$0.57	\$0.48	\$1.09	\$0.52
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$341.13	\$319.55	\$332.15	\$345.00	\$280.00	\$300.00	\$290.00
e. Grain, Mnrls & Splmnts (\$/ton)	\$489.78	\$322.06	\$307.77	\$288.69	\$337.53	\$334.57	\$342.79
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	16.15	18.17	25.26	25.00	17.65	10.00	14.70
g. Milkers (\$/hr with benefits & taxes)	\$14.77	\$12.79	\$12.05	\$14.49	\$12.84	\$11.65	\$12.38
h. Total Labor (\$/hr)	\$15.16	\$13.02	\$12.66	\$14.87	\$12.42	\$12.54	\$12.53
i. Milk Cow Feed Costs (\$/Cow/Day)	\$8.54	\$7.41	\$7.43	\$9.46	\$6.25	\$6.24	\$8.84

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North Coast Organic

Dairy ID Number	Averages		6	7	8	9	10	11
	NC Average	Organic						
Feed Costs								
a. Dry Roughage	\$70.31	\$66.19	\$97.43	\$0.00	\$57.32	\$86.72	\$49.34	\$56.14
b. Wet Feed & Wet Roughage	\$21.78	\$26.63	\$27.19	\$0.00	\$0.00	\$36.25	\$26.38	\$0.00
c. Concentrates	\$96.55	\$108.02	\$160.87	\$163.82	\$61.76	\$112.54	\$91.76	\$64.12
d. Minerals & Supplements	\$2.51	\$3.09	\$6.43	\$0.00	\$16.51	\$0.76	\$2.46	\$0.00
e. Pasture	\$49.99	\$53.14	\$0.00	\$73.28	\$135.05	\$0.00	\$71.55	\$36.23
Total Feed Costs	\$241.14	\$257.07	\$291.92	\$237.10	\$270.63	\$236.27	\$241.49	\$156.49
Total Feed Costs (\$/cwt)	\$17.52	\$19.83	\$18.24	\$22.96	\$16.65	\$22.53	\$21.21	\$28.93
Total Hired Labor	\$39.06	\$40.38	\$47.54	\$11.50	\$63.73	\$29.74	\$44.23	\$19.65
Total Hired Labor Costs (\$/cwt)	\$2.84	\$3.12	\$2.97	\$1.11	\$3.92	\$2.84	\$3.88	\$3.63
Total Herd Replacement	\$21.39	\$20.89	\$21.50	\$15.60	\$18.32	\$27.86	\$16.75	\$8.15
Total Replacement Costs (\$/cwt)	\$1.55	\$1.61	\$1.34	\$1.51	\$1.13	\$2.66	\$1.47	\$1.51
Total Operating Costs	\$47.24	\$44.67	\$43.13	\$82.29	\$81.47	\$46.42	\$38.63	\$70.67
Total Operating Costs (\$/cwt)	\$3.43	\$3.45	\$2.70	\$7.97	\$5.01	\$4.43	\$3.39	\$13.07
Total Milk Marketing Costs	\$5.38	\$4.02	\$2.81	\$4.56	\$5.76	\$2.96	\$2.96	\$3.28
Total Milk Marketing Costs (\$/cwt)	\$0.39	\$0.31	\$0.18	\$0.44	\$0.35	\$0.28	\$0.26	\$0.61
Total Cost (\$/Cow/Month)	\$354.21	\$367.02	\$406.91	\$351.06	\$439.92	\$343.25	\$344.05	\$258.23
Total Cost (\$/cwt)	\$25.74	\$28.32	\$25.43	\$34.00	\$27.07	\$32.73	\$30.21	\$47.74
Milk Production Data								
a. Milk Sold/Total Cow/Month/ (cwt)	13.76	12.96	16.00	10.33	16.25	10.49	11.39	5.41
b. Lbs Milk Sold/milk cow/day	52.27	49.36	61.78	33.95	62.64	40.12	41.55	28.30
c. Gross Milk Receipts (\$/cwt)	\$25.65	\$27.21	\$28.07	\$29.73	\$26.62	\$36.29	\$26.72	\$29.09
d. Mailbox Price (\$/cwt)	\$27.79	\$30.67	\$31.66	\$32.09	\$29.40	\$37.03	\$29.12	\$30.38
f. Income Over Feed Cost (\$/cwt)	\$10.27	\$10.83	\$13.42	\$9.13	\$12.75	\$14.49	\$7.91	\$1.45
g. Fat Test %	3.78%	3.84%	3.75%	4.54%	3.69%	4.72%	3.86%	4.74%
h. SNF Test %	8.74%	8.75%	8.90%	9.25%	8.47%	9.35%	8.64%	9.15%
Related Data								
a. Percent Dry Cows	14%	14%	16%	1%	15%	15%	11%	38%
b. Yearly Cull Rate	29%	29%	36%	19%	28%	34%	20%	16%
c. Misc. Income \$/cwt. (Drop Bull Calf)	\$0.72	\$0.72	\$0.94	\$0.02	\$0.57	\$0.10	\$1.01	\$0.00
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$341.13	\$355.67	\$355.00	\$283.00	\$385.00	\$347.42	\$360.00	\$370.00
e. Grain, Mnrls & Splmnts (\$/ton)	\$489.78	\$594.60	\$531.10	\$600.00	\$696.60	\$568.11	\$563.74	\$675.00
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	16.15	15.09	24.32	17.96	8.66	13.87	12.00	9.86
g. Milkers (\$/hr with benefits & taxes)	\$14.77	\$16.04	\$15.08	\$0.00	\$17.05	\$23.00	\$16.16	\$14.66
h. Total Labor (\$/hr)	\$15.16	\$16.44	\$15.80	\$17.45	\$16.39	\$21.63	\$17.91	\$14.66
i. Milk Cow Feed Costs (\$/Cow/Day)	\$8.54	\$9.13	\$11.06	\$7.53	\$9.44	\$8.24	\$8.49	\$6.14

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Dairy ID Number	12	13
Feed Costs		
a. Dry Roughage	\$59.47	\$65.37
b. Wet Feed & Wet Roughage	\$19.51	\$44.62
c. Concentrates	\$115.69	\$73.93
d. Minerals & Supplements	\$0.00	\$2.11
e. Pasture	\$96.36	\$55.57
Total Feed Costs	\$291.03	\$241.59
Total Feed Costs (\$/cwt)	\$20.25	\$19.13
Total Hired Labor	\$28.62	\$49.32
Total Hired Labor Costs (\$/cwt)	\$1.99	\$3.91
Total Herd Replacement	\$16.34	\$28.04
Total Replacement Costs (\$/cwt)	\$1.14	\$2.22
Total Operating Costs	\$30.17	\$39.11
Total Operating Costs (\$/cwt)	\$2.10	\$3.10
Total Milk Marketing Costs	\$7.18	\$3.46
Total Milk Marketing Costs (\$/cwt)	\$0.50	\$0.27
Total Cost (\$/Cow/Month)	\$373.34	\$361.52
Total Cost (\$/cwt)	\$25.98	\$28.62
Milk Production Data		
a. Milk Sold/Total Cow/Month/ (cwt)	14.37	12.63
b. Lbs Milk Sold/milk cow/day	53.12	48.73
c. Gross Milk Receipts (\$/cwt)	\$24.06	\$25.97
d. Mailbox Price (\$/cwt)	\$30.00	\$29.23
f. Income Over Feed Cost (\$/cwt)	\$9.75	\$10.10
g. Fat Test %	3.54%	3.75%
h. SNF Test %	8.49%	8.65%
Related Data		
a. Percent Dry Cows	12%	15%
b. Yearly Cull Rate	26%	32%
c. Misc. Income \$/cwt. (Drop Bull Calf)	\$0.72	\$0.71
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$330.00	\$375.00
e. Grain, Mnrls & Splmnts (\$/ton)	\$618.94	\$503.25
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	13.82	11.23
g. Milkers (\$/hr with benefits & taxes)	\$11.98	\$17.97
h. Total Labor (\$/hr)	\$11.57	\$18.64
i. Milk Cow Feed Costs (\$/Cow/Day)	\$9.71	\$8.57